

Message Text

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ACTION COME-00

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R 051128Z SEP 75

FM USMISSION GENEVA

TO SECSTATE WASHDC 5620

UNCLAS GENEVA 6833

EO: 11652: N/A

TAGS: ETEL ITU BEXP SZ

SUBJ: ITU: MORCOM PROPOSAL TO ITU FOR CHAD

REF: STATE 201840

1. MISSION OFFICER CALLED ON RAS-WORK, HEAD OF AFRICAN DIVISION, TECHNICAL COOPERATION DEPARTMENT, ITU FOR EXPLANATION OF SITUATION REPORTED BY MORIARTY OF MORCOM IN REFTEL.

2. RAS-WORK HAD PREVIOUSLY DISCUSSED SITUATION WITH MORIARTY IN GENEVA, BUT MORIARTY OBVIOUSLY UNSATISFIED WITH EXPLANATIONS GIVEN. ACCORDING TO RAS-WORK TWO SEPARATE MATTERS INVOLVED: A) PROJECTS IN CHAD AND B) REGIONAL PROJECT ON PANAFTEL NETWORK.

3. RE CHAD PROJECT, RAS-WORK NOTED THAT WHILE MORCOM HAD OBTAINED AT LEAST ONE CONTRACT, IT HAD BEEN BEATEN OUT IN LAST THREE EFFORTS BY SOFRE COMPANY OF FRANCE. HE NOTED THAT SOFRE HAD CLOSE LINKS TO AND WAS SUBSIDIZED BY FRENCH PTT, HAD MANY YEARS OF EXPERIENCE IN CHAD, AND AS PRACTICAL MATTER, BECAUSE OF SUBSIDY AND STRONG LOCAL CONTACTS, SOFRE COULD USUALLY UNDERBID ANY COMPETITORS WHEN IT MADE STRONG EFFORTS TO DO SO. HE ADDED THAT FRENCH MISSION IN GENEVA HAD NEVER CONTACTED HIM PUSHING CONTRACTS FOR FRENCH FIRMS IN AFRICA.

4. RE PANAFTEL NETWORK, RAS-WORK ADVISED THAT LIONS' SHARE OF CONTRACT WENT NOT TO FRENCH FIRM AS REPORTED BY MORIARTY, BUT TO ACRES INTERTEL OF CANADA AND THAT SOFRE, WHICH HAD MADE STRONG EFFORT, WAS UNHAPPY WITH THIS SITUATION.

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5. PURSUANT TO PARA 2 REFTEL, MISSION OFFICER EXPRESSED INTEREST

IN PARTICIPATION OF US FIRMS IN TCD PROJECTS IN AFRICA AND RAS-
WORK REPLIED HE WOULD KEEP US VIEWS IN MIND.ABRAMS

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